

Message Text

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PAGE 01 STATE 081089
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-----037661 302017Z /72

R 292310Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY CAIRO
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY TEHRAN
INFO USLO RIYADH

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E.O. 11652: N/A

TAGS: BTRA, XF

SUBJECT: VISIT BY SENIOR OFFICERS AT ATT

1. ATT HAS REQUESTED USDOC INFORM POSTS THAT CORPORATE VISIT TO SAUDI ARABIA, EGYPT, KUWAIT, IRAN, AND USSR BEING PLANNED BY MESSRS. JOHN D. DEBUTTS, CHAIRMAN OF THE BOARD, ATT; CHARLES L. BROWN, PRESIDENT ATT; AND DONALD E. PROCKNOW, PRESIDENT, WESTERN ELECTRIC COMPANY. THE PURPOSE OF THIS VISIT IS TO REVIEW THE CAPABILITIES AND MARKETING PLANS OF WESTERN ELECTRIC INTERNATIONAL, INC. WITH SENIOR GOVERNMENT OFFICIALS IN EACH OF THESE COUNTRIES.

2. A TENTATIVE ITINERARY HAS BEEN PREPARED WHICH HAS THE UNCLASSIFIED

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ATT OFFICERS IN RIYADH ON MAY 29-30; CAIRO MAY 31-JUNE 2; KUWAIT JUNE 3; AND TEHRAN JUNE 4-6. THE ATT TEAM WILL LEAVE FOR MOSCOW ON OR ABOUT JUNE 7.

3. DURING THEIR STAY IN THE MIDDLE EAST, ATT HAS INFORMED US THAT THEY WOULD LIKE TO MEET WITH U.S. AMBASSADORS AS WELL AS CROWN PRINCE FAHD, PRESIDENT SADAT, THE AMIR OF

KUWAIT, AND THE SHAH. ARRANGEMENTS ARE BEING MADE BY AMERICAN BELL INTERNATIONAL FOR THEIR PROGRAM IN IRAN ON JUNE 5 AND 6. THE COMPANY HAS ALSO REQUESTED U.S.

GOVERNMENT ASSISTANCE IN ARRANGING MEETINGS WITH OTHER

APPROPRIATE SENIOR LEVEL GOVERNMENT OFFICIALS SUCH AS PTT MINISTERS AT EACH OF THE STOPS IN THE TIME FRAMES INDICATED.

4. ACTION REQUESTED. WE HAVE ADVISED ATT IMPORTANCE OF THEIR FORMALLY NOTIFYING AMBASSADORS OF THE FOUR COUNTRIES IN WASHINGTON REGARDING VISIT, COUPLED WITH THEIR SIMULTANEOUS REQUEST FOR APPOINTMENTS WITH FAHD, SADAT, SABAH, AND THE SHAH. WOULD APPRECIATE EMBASSIES' COMMENTS ON OTHER APPROACHES THAT MIGHT BE TAKEN TO FACILITATE DESIRED MEETINGS WITH THESE OFFICIALS. IN ADDITION, WOULD APPRECIATE KNOWING WHETHER AMBASSADORS WILL BE AVAILABLE FOR MEETINGS WITH DEBUTTS ON FOREGOING DATES. APPROPRIATE EMBASSY ASSISTANCE IN ARRANGING APPOINTMENTS WITH OTHER SENIOR OFFICIALS IN EACH OF THE STOPS IS ALSO REQUESTED.

5. FOR JIDDA/RIYADH: FYI. IN CASE SAG APPEARS CONCERNED ABOUT ATT'S INTENTIONS, YOU CAN ASSURE THEM ATT HAS NO INTENTION OF RAISING MATTER OF RECENTLY AWARDED TELEPHONE CONTRACT.

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6. FOR CAIRO: WE HAVE INFORMED ATT OF EMBASSY POLICY OF NOT REQUESTING APPOINTMENTS FOR PRIVATE SECTOR VISITORS WITH PRESIDENT SADAT. ATT IS AWARE OF NEED TO WORK THROUGH EGYPTIAN EMBASSY IN ARRANGING POSSIBLE MEETING. COOPER

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